

Message Text

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ACTION AF-06

INFO OCT-01 ISO-00 EB-07 PA-02 PRS-01 USIA-15 /032 W

----- 099626

P R 191210Z JUN 75

FM AMEMBASSY ACCRA

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 7961

USDA WASHDC

AMEMBASSY KINSHASA

AMEMBASSY LAGOS

UNCLAS SECTION 1 OF 3 ACCRA 3862

KINSHASA FOR VIGNEAULT; LAGOS FOR AGATT

EO 11652 NA

TAGS: BEXP GH

SUB: COMMERCIAL PRESENCE FAIR-ACCRA FY 76

REF: (A) USDOC 7925 (B) STATE 128291

1. WE HAVE DELAYED DISPATCHING RECRUITMENT FORMS AND COLLECTING DEPOSITS BECAUSE PRICING STILL IN DOUBT. WE ARE OBTAINING FIRMER CONSTRUCTION ESTIMATES THAN PREVIOUS BALLPARK FIGURES, AND WILL WORK OUT FINAL PRICE WITH VIGNEAULT FOLLOWING HIS ARRIVAL NEXT WEEK. OUR GUESS IS PRICE WILL BE AT OR NEAR UPPER LIMIT OF THE DOLS 2500-3000 RANGE WE HAVE BEEN CITING FOR BASIC 3X4 METER UNIT.

2. AFTER VIGNEAULT CONSULTATIONS, INCLUDING MEETING SCHEDULED WITH FIRM AND POTENTIAL EXHIBITORS EVENING JUNE 24, WE WILL MAKE SPACE RESERVATION WITH FAIR AUTHORITY. OUR COUNT THUIS FAR IS:

(A) FIRM: STAR KIST FOODS

KAISER ALUMINUM & CHEMICAL CORP. (VALCO IS EXHIBITOR WITH 3 BASIC UNITS)

STERLING PRODUCTS INTERNATIONAL

MOBIL OIL

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PFIZER INC.

WOLF MACHINES
FIRESTONE
WHITE TRUCK GROUP - (ONE BASIC UNIT PLUS
OUTDOOR SPACE)
FMC INTERNATIONAL
HYDROTILE MACHINERY CO.
NATIONAL ASSOCIATION OF ANIMAL BREEDERS

(B) TENTATIVE: ABBOTT LABORATORIES
TEXACO, INC.
MCDONNELL-DOUGLAS
NCR

3. WE DELAYING PREPARATION ADDITIONAL LITERATURE UNTIL
FURTHER DETAILS WORKED OUT. POUCHING FAIR AUTHORITY-
ORIGINATED MATERIAL REQUESTED REF A.

4. IN VIEW LENGTHY MAIL AND POUCH DELAYS FROM HERE,
REQUEST USDOC RESPOND TO FOLLOWING AS INDICATED, PROVIDING
PARTICIPATION FORMS AND REQUESTING DEPOSITS (WHEN PRICE
DETERMINED) AS APPROPRIATE:

(A) N.T. FOSSE, CHAIRMAN, HYDROTILE MACHINERY CO., P.O. BOX
368, NASHUA, IOWA, (515) 435-4141 -- MAY 12 LETTER TO THE
AMBASSADOR RESERVING SPACE GRATEFULLY RECEIVED. WE ASSUME
RESERVATION FOR A SINGLE BOOTH?

(B) W.E. Siner, DEPUTY COMMERCIAL SALES, MCDONNELL-
DOUGLAS CORP., LONG BEACH, CA -- COMMERCIAL CABLE GRATEFULLY
RECEIVED MAY 16 TENTATIVELY RESERVING SPACE. PROMISED FOLLOW-
UP CABLE AND LETTER UNRECEIVED. PLEASE CONFIRM PARTICIPATION
AND SPACE REQUIRED.

(C) WM. M. DURFEY, EXEC. SECY., NATL. ASSN. OF ANIMAL
BREEDERS, P.O. BOX 1033, COLUMBIA, MO 65201, (314) 445-
4406 -- JUNE 2 LETTER TO AMBASSADOR RESERVING SPACE
GRATEFULLY RECEIVED. DURFEY NOTES ONE REPRESENTATIVE OF
ASSOCIATION AT ACCRA FAIR WILL BE ROGER EMIG OF ATLANTIC
BREEDERS COOPERATIVE, LANCASTER, PA, WITH OTHERS TO BE
NOTIFIED LATER. DOES ASSOCIATION INTEND TO SUB-LET SPACE IN
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ITS BOOTH(S), OR HAVE A SINGLE BOOTH MANNED BY REPS OF
DIFFERENT COMPANIES?

(D) T.D. HENSHAW, GENL. MGR., INTL. SALES DEPT., TEXACO
INC., P.O. BOX 3300, CORAL GABLES, FL 33134 -- LETTER
MAY 16 TO AMBASSADOR INDICATED NOT POSSIBLE YET TO COMMIT
FUNDS BUT HOPE TO CONFIRM LATER IN YEAR. LOCAL TEXACO MGR.
MCNULTY STATES HE STILL AWAITING WORD FROM HEADQUARTERS.

PLEASE CONTACT HENSHAW, URGE POSITIVE DECISION NOW, AND
RE-EMPHASIZE THAT PAYMENT POSSIBLE IN CEDIS. FYI, TEXACO HAS
LARGE AMOUNT BLOCKED CEDIS. END FYI.

(E) DWIGHT WAIT, CHRMN., UNION CARBIDE AFRICA AND MIDDLE
EAST, INC., 270 PARK AVE., NEW YORK 10077 TELEPHONE, 212
551-2345 -- LETTER MAY 13 TO AMBASSADOR STATES UNION
CARBIDE GHANA LTD. WILL HAVE ITS OWN STAND WITHIN GHANA
MANUFACTURERS' ASSN. AREA. AS WE HAVE REITERATED TO LOCAL
UNION CARBIDE REP., WE FULLY UNDERSTAND AND ACCEPT THIS
DECISION, BUT HOPE IN ADDITION UNION CARBIDE WILL TAKE A
BOOTH IN U.S. EXHIBIT FOR PRODUCTS (E.G. AGRICULTURAL CHEMICALS)
NOT MANUFACTURED IN GHANA, SIMILAR TO FIRESTONE PARTICIPATION.
PLEASE FOLLOW UP WITH UNION CARBIDE, NEW YORK.

(F) ENZO CAVIGLIA, PRES., AMERICAN BEVERAGE MACHINERY,
INC., P.O. BOX 330349, MIAMI, FL 33133, (305) 856-3022 --
JUNE 5 LETTER GRATEFULLY RECEIVED. PLEASE INFORM HIM WE CAN
STILL ACCEPT RESERVATIONS AND CONTINUOUS COLOR SLIDE
PRESENTATION AS HE SUGGESTED WOULD BE APPROPRIATE AS COMPANY
EXHIBIT.

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ACTION AF-06

INFO OCT-01 ISO-00 EB-07 PA-02 PRS-01 USIA-15 /032 W
----- 100408

P R 191210Z JUN 75
FM AMEMBASSY ACCRA
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 7962
USDA WASHDC
AMEMBASSY KINSHASA
AMEMBASSY LAGOS

UNCLAS SECTION 2 OF 3 ACCRA 3862

KINSHASA FOR VIGNEAULT; LAGOS FOR AGATT

(G) TRAVERS J. BELL, JR., CHRMN., DANIELS AND BELL, INC.,
20 EXCHANGE PL., NY 10005, (212) 422-1700 -- THOUGHTFUL
JUNE 3 LETTER TO AMBASSADOR GRATEFULLY RECEIVED. PLEASE

INFORM BELL THAT AMBASSADOR CANVASSED A LARGE NUMBER OF FIRMS FOR FAIR, BUT ENTIRE LIST CAREFULLY SELECTED. WE WOULD, OF COURSE, LIKE TO HAVE A MEMBER OF NEW YORK COCOA EXCHANGE PARTICIPATE. WE CANNOT GUARANTEE ACCESS TO GHANA MARKET, ESPECIALLY IN VIEW OF FOREIGN EXCHANGE AND IMPORT LICENSE RESTRICTIONS. HOWEVER, WE BELIEVE MOST POTENTIAL PRIVATE AND STATE BUYERS WILL VISIT U.S. EXHIBIT. WE RECOGNIZE CONSIDERABLE RESOURCES REQUIRED FOR FULL PARTICIPATION AND FINAL DECISION MUST BE MADE BY COMPANY ON BASIS ITS OWN ANALYSIS.

(H) J.C. EVANS, VICE PRES., GOLD MEDAL PRODUCTS CO., 1825 FREEMAN AVE., CINCINNATI, OH 45214, (513) 381-1313 -- THANKS FOR INTERESTING LETTER OF MAY 9 TO AMBSSADOR. WE BELIEVE POTENTIAL POPCORN MARKET IN GHANA LIMITED DUE TO "OPERATION FEED YOURSELF" EMPHASIS AND RESTRICTIONS ON "LUXURY" IMPORTS, ALTHOUGH THERE IS CURRENTLY SOME IMPORTED POPCORN. THERE IS PILOT PROJECT FOR GROWING POPCORN. POPCORN MACHINES MIGHT HAVE A LIMITED MARKET.

(I) L.A. AMECHE, VICE PRES., INTL. SALES, SNAP-ON TOOLS
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INTL. LTD., KENOSHA, WI, (414) 654-8681 -- THANKS FOR MAY 15 LETTER TO AMBSSADOR. HOWEVER, PROMISED FOLLOW-UP AND DECISION FROM S.N. STEPHENSON, DIV. MGR., MIDDLE EAST AND AFRICA, UNRECEIVED. WHEN MAX JOANES OF NAIROBI SNAP-ON OFFICE VISITED EMBASSY, HE WAS UNABLE TO INDICATE ANY DECISION ON SNAP-ON PARTICIPATION. PLEASE ADVISE.

(J) ROBERT BLAIR, VICE PRES., AGRO IMPEX S.A., P.O. BOX 34336, DALLAS, TX 75234, (214) 247-2998 -- THANKS FOR MAY 6 LETTER TO AMBSSADOR. PLEASE INFORM BLAIR UNIT SMALLER THAN STANDARD 3X4 METER UNFEASIBLE, BUT SLIDE PRESENTATION POSSIBLE IN STANDARD UNIT, AND THAT RESERVATIONS STILL BEING ACCEPTED A FEW DAYS LONGER.

(K) C. WESLEY RANDALL, PRES., MIDWEST SOYA INTL. INC., P.O. BOX 741, CEDAR FALLS, IOWA 50613, (319) 268-1471 -- THOUGHTFUL APRIL 21 LETTER TO AMBASSADOR APPRECIATED. AS RANDALL AWARE FROM HIS EJURA FARMS EXPERIENCE, MUCH THE GREATER OPPORTUNITY IN GHANA IS IN PROVIDING EQUIPMENT, EXPERTISE, AND EVEN INVESTMENT IN FARMING RATHER THAN IN SHIPPING IN AGRICULTURAL PRODUCTS. MARKET FOR QUALITY SOYBEANS PROBABLY VERY LIMITED, WHILE SWINE BREEDING STOCK MAY HAVE LONG-TERM POTENTIAL. POSSIBLE FAIR PARTICIPATION BY MIDWEST SOYA MUST KEEP THESE FACTORS IN MIND.

(L) C.C. GARVIN, JR., PRES., EXXON CORP., 1251 AVE. OF

AMERICAS, NY 10020 -- APPRECIATE MAY 13 LETTER TO AMBASSADOR, BUT PROMISED FOLLOW-UP FROM "OUR COLLEAGUES IN ESSO AFRICA INC." UNRECEIVED. PLEASE ADVISE.

(M) JAMES L. SCHOOR, SR. VICE PRES., HOLIDAY INNS, INC.,
3742 LAMAR AVE., MEMPHIS, TN 38118, (901) 362-4961 --
MAY 8 LETTER TO AMBASSADOR PROMISED RESPONSE FROM MICHAEL ROSE, PRES. OF DEVELOPMENT GROUP. THIS UNRECEIVED; REQUEST FOLLOW-UP.

(N) LEVY KATZIR, VICE PRES., DIRECTOR, MULTINATL.
OPNS., MOTOROLA INC., 5725 E. RIVER RD., CHICAGO 60631,
(312) 3992100 -- MAY 8 LETTER TO AMBASSADOR SAID "WE
MAY BE INTERESTED...I HAVE FORWARDED YOUR LETTER TO THE
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PEOPLE WHO ARE DIRECTLY INVOLVED." NO FOLLOW-UP RECEIVED;
REQUEST STATUS.

(O) ROBERT K. DUSSIK, AREA SALES MGR., EXPORT DIV.,
THE PILLSBURY CO., P.O. BOX 2956, MINNEAPOLIS 55402 --
THANKS FOR MAY 30 LETTER. MARKET FOR FLOUR LIMITED AS
GHANA ATTEMPTING TO BECOME SELF-SUFFICIENT, ALTHOUGH IT
CONTINUES TO IMPORT WHEAT AND SOME FLOUR. SINCE DUSSIK
REQUESTED INFORMATION ON POSSIBLE AGENTS OR DISTRIBUTIORS,
USDOC MAY WANT TO SUGGEST ADS SERVICE. THERE MAY, OF
COURSE, BE INDUSTRIAL OR AGRO-INDUSTRY SPECIALITIES BY
PILLSBURY WHICH WOULD HAVE WIDER MARKET.

(P) RONALD GILBERT, GENL. MGR., IRRIGATION AND INDUSTRIAL
DEVELOPMENT CORP., 260 MADISON AVE., NY 10016, (212)
679-4429 -- THANKS FOR MAY 9 LETTER TO AMBASSADOR. FAIR
PARTICIPATION DEADLINE EXTENDED, AND THEREFORE HOPE
GILBERT IN POSITION TO CONFIRM RESERVATION NOW.

(Q) JOHN D. SLACK, 500 LAKE AVE., MAITLAND, FL 32751,
(305) 645-3785 (AUDIO-VISUAL BUSINESS) -- THANKS FOR
MAY 12 "MEMO" TO AMBASSADOR. USDOC PLEASE PROVIDE FAIR
INFO TO SLACK. FYI, HE OBTAINED PRELIMINARY INFORMATION
FROM TRADE ASSOCIATION "NAVA," END FYI.

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ACTION AF-06

INFO OCT-01 ISO-00 EB-07 PA-02 PRS-01 USIA-15 /032 W

----- 100515

P R 191210Z JUN 75

FM AMEMBASSY ACCRA

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 7963

USDA WASHDC

AMEMBASSY KINSHASA

AMEMBASSY LAGOS

UNCLAS SECTION 3 OF 3 ACCRA 3862

KINSHASA FOR VIGNEAULT; LAGOS FOR AGATT

(R) WILLIAM C. RALKE (NO TITLE), RALKE CO. INC., 641 N. HIGHLAND AVE., LOS ANGELES 90036, (213) 933-7111 -- MAY 19 LETTER REQUESTED FAIR INFO IN DUPLICATE; "WE ARE INTERESTED IN EXHIBITING CAPABILITIES IN AUDIO VISUAL ENGINEERING AND TELEVISION MOBILE VANS AND TRAILERS." USDOC PLEASE PROVIDE.

(S) O.P. BERNARDES, FERRO CORP., INTL. DIV., 1 ERIEVIEW PLAZA, CLEVELAND, OH 44114, (216) 641-8580 -- THANKS FOR MAY 19 LETTER TO AMBASSADOR. BERNARDES INDICATED "POSSIBLE PARTICIPATION" THROUGH ASSOCIATE COMPANY IN ENGLAND (UNNAMED) AND ASKED WHAT INFO. AVAILABLE ON COMMERCIAL RELATIONS WITH AFRICA. REQUEST USDOC FOLLOW UP ON FAIR INTENTIONS, AND ADVISE HIM OF SERVICES AVAILABLE FROM DISTRICT OFFICE.

(T) R.D. LANGER, EXEC. VICE PRES., BORBMJTFIZRF TRADE INC., 420 LEXINGTON AVE., NY 10017 -- MAY 29 LETTER TO AMBASSADOR INDICATED INTEREST BUT REQUESTED ANSWERS TO LONG LIST QUESTIONS: (1) COMPANIES IN FIRST AND SECOND GHANA FAIRS, (2) TYPES PRODUCTS DISPLAYED THEN, (3) IF COMPANY REPS MUST SPEND ENTIRE 15 DAYS AT THIRD FAIR (WE ASSUME YES), (4) WHETHER FAIR OPEN TO GENERAL PUBLIC OR BUYERS, ETC. ONLY (ANSWER IS RESTRICTED ENTRY CERTAIN UNCLASSIFIED

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HOURS), (5) ATTENDANCE AT PREVIOUS FAIRS, (6) WHAT SERVICES INCLUDE IN FEE, AND (7) WHAT PRODUCTS COVERED BY USAID DOLS 19 MILLION PROGRAM LOAN. DETAILED RESPONSE TO (1), (2), AND (5) UNAVAILABLE HERE. REQUEST USDOC RESPOND

AS FULLY AS IT CAN TO LANGER. (NOTE: US EXHIBIT IH2ND FAIR
USIS ONLY - NO COMPANIES).

(U) FARM AND INDUSTRIAL EQUIPMENT INSTITUTE, WHICH
MENTIONED FAIR IN ITS NEWSLETTER, FORWARDED COPIES ITS
CORRESPONDENCE WITH V.R. DESPARD, JR., VICE PRES.,
IRL DAFFIN ASSOCIATES, INC., LANCASTER, PA 17604,
SUGGESTING DIRECT CONTACT WITH EMBASSY. WE HAVE HAD
NOTHING DIRECT FROM IRL DAFFIN ASSOCIATES, AND REQUEST
USDOC FOLLOW-UP.

(V) WEHAH LUNDBERG (WENDELL, ELDON, HARLAN AND HOMER
LUNDBERG), P.O. BOX 216, RICHVALE, CA 95974, SENT UNSIGNED
SHORT MAY 8 LETTER REQUESTING INFORMATION ON FAIR FOR
POSSIBLE RICE AND CATFISH DISPLAY. PLEASE PROVIDE THEM INFO.

(W) JOHN BLOCH, JR., PRES., THE WOLF MACHINE CO., 2203 FOWLER
ST., CINCINNATI, OH 45206, (513) 751-9051 --
NOTED IN USDOC 7925 -- ACKNOWLEDGE WITH GRATEFUL THANKS
MAY 15 LETTER TO AMBASSADOR RESERVING SPACE. HE REQUESTS
INFO ON PAYMENT AND FOR SHIPPING GOODS FOR EXHIBIT PURPOSES
ONLY. WE WILL PROVIDE WHEN AVAILABLE. HE ALSO REQUESTS MAILING
ADDRESSES ALL U.S. EMBASSIES IN AREA TO REACH POTENTIAL
DISTRIBUTORS. SUGGEST DISTRICT OFFICE PROVIDE "KEY OFFICERS
OF FOREIGN SERVICE POSTS" BOOKLET AND ADS INFORMATION. WE
WORKING WITH LOCAL AGENT (WESTLING CO. LTD.) BUT FORMS
TO BE SIGNED AND PAYMENT MADE BY WOLF IN CINCINNATI.

(X) JAMES A FARRELL, JR., FARRELL LINES, INC., 1
WHITEHALL ST., NY 10004 -- MAY 15 LETTER TO AMBASSADOR
SAID HIS MR EDWARD J. CHICK AWAITING MORE INFORMATION
FROM US. WE HAD ALREADY SENT INFORMATION TO MISS MURIEL
J. HALL, MGR., PUBLIC RELATIONS IN MARCH 27 LETTER.
PLEASE INQUIRE WHAT ADDITIONAL INFORMATION THEY AWAITING.

5. ALSO REQUEST USDOC ACKNOWLEDGE WITH GRATEFUL THANKS
FOLLOWING LETTERS (DATES IN PARENTHESES) TO AMBASSADOR
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CONFIRMING FAIR RESERVATIONS, AND ASSURING THEM WE WORKING
OUT DETAILS WITH THEIR ACCRA OFFICES:

(A) J.M. CORNELLY, PRES., FIRESTONE INTL. CO., 1200
FIRESTONE PKWY., AKRON, OH 44317, (216) 379-7633 (JUNE 6).

(B) F. ADAMS, JR., PRES., MOBIL SOUTH INC., 150 E.
42 ST., NY 10017, (212) 883-4242 (MAY 16 FOLLOWING UP
THEIR MEETING IN ACCRA).

(C) JOSEPH J. BOGDANOVICH, PRES., STAR-KIST FOODS INC.,

TERMINAL ISLAND, CA 90731, (213) 833-2411 (MAY 20).

(D) EDGAR F. KAISER, CHAIRMAN OF BOARD, KAISER INDUSTRIES
CORP., KAISER CENTER, 500 LAKESIDE DR., OAKLAND CA 94666,
(415) 271-2311 (MAY 13). NOTE: AMBASSADOR AND MR. KAISER
ARE ON FIRST-NAME BASIS.
BLACK

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Message Attributes

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Margaret P. Grafeld
Declassified/Released
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06 JUL 2006

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